

M&A BREAKFAST ROUNDTABLE PLAYING YOUR TRUMP CARD



February 13, 2019



7:30 a.m. - 9:30 a.m.



Somerset Inn

With President Trump at the helm – the M&A world is living in some uncertainty. While the passing of the Tax Cuts and Jobs Act may have laid the groundwork for a strong U.S. economy and M&A market, trade wars with China, tariffs and other policies are creating some unpredictability. Yet, times of uncertainty can provide the best opportunities to play your Trump card.

Doeren Mayhew and Harvey Hohauser & Associates are excited to host an engaging breakfast roundtable with a diverse group of speakers to get you up-to-speed on the current market, ways to leverage the present market to sell or acquire a business, and ideas for navigating transaction complexities.

GAIN INSIGHT ON . . .

- Current market trends and their impact on the value placed on your business
- Ways to leverage the present market to your advantage
- Strategies to position your company for maximizing value and improving the probability of a successful transaction
- Ideas for overcoming the human capital challenges, such as management strength and talent retention that can positively or negatively affect a deal
- Ways to determine which transaction type is the “right fit” for your company, your family and you – whether it be merging, acquiring, raising private equity or selling
- Changes in the financing market and how banks are viewing today’s M&A transactions
- Your legal structure and accounting methods impact on buyer’s decisions

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EXPERTS



Brian Basil
Doeren Mayhew
Capital Advisors



Eric Hohauser
Harvey Hohauser
& Associates



John Newman
Center Rock
Capital Partners



Andy Roy
Flagstar Bank



Bill Rosin
Dickinson Wright



Larry Simon
Doeren Mayhew



MODERATOR:
Matt Gurwin
Doeren Mayhew

MEET THE SPEAKERS

BRIAN BASIL

Managing Director, Doeren Mayhew Capital Advisors - basil@doeren.com

For more than 20 years, Brian has provided investment banking and corporate finance services to clients across the globe. Ranging from large, publicly traded international corporations to middle-market privately held companies, Brian has represented clients on transactions across a broad range of industries including food and beverage, health care products and services, automotive, aerospace and defense, metal forming, plastics, business process outsourcing, technology (software, hardware and services), transportation, tool and die, media and education.

ERIC HOHAUSER

President, Harvey Hohauser & Associates - eric@hohauser.com

Eric has an operations and organizational development background. His leadership role within his firm is to provide strategic management across cross-functional teams. Eric is a specialist in the behavioral sciences and in strategic cultural executive recruitment for family and privately held businesses. His clients range from \$10 million to \$10 billion in revenue, with most falling in the upper-middle market. Eric works with his clients to help identify, recruit and assimilate executive talent in the functional roles of their businesses.

JOHN NEWMAN

Principal, CFO & COO, Center Rock Capital Partners - jnewman@centerrockcp.com

John joined Center Rock Capital Partners in 2017 and has over 20 years of experience in private equity investment, process and performance improvement, financial restructuring, sponsor portfolio management and turnaround consulting. Prior to joining Center Rock, he worked at Alvarez & Marsal, Wynnchurch Capital, Conway MacKenzie and Chase.

BILL ROSIN

Member, Dickinson Wright - wrosin@dickinson-wright.com

Bill is a Member of Dickinson Wright PLLC and has been representing buyers and sellers of businesses for over 25 years. As a trusted advisor and experienced negotiator, Bill has successfully closed an extensive list of M&A transactions across a broad spectrum of industries including automotive, snack food, manufactured homes, healthcare and consulting, among others. Typical deal value ranges in size from a few million dollars to several hundred million dollars.

ANDREW ROY

Senior Vice President, Flagstar Bank - andrew.roy@flagstar.com

Working in the banking industry for the past 27 years, today Andrew manages the Middle-Market Lending Group at Flagstar where he focuses on providing financing to businesses in the greater Great Lakes region. Prior to his current role, he spent 20-plus years of his career focused on middle-market commercial lending as an Associate Group Manager and Senior Lender at Comerica Bank, as well as six years at Michigan National Bank.

LARRY SIMON

Shareholder, Doeren Mayhew - simon@doeren.com

Larry focuses on services for privately held corporations which includes, audits, mergers and acquisitions, consulting, due diligence, litigation/forensic support and business consulting. He has extensive experience with manufacturers, along with a variety of experience with distributors, wholesalers, non-profits and service organizations. He has in-depth experience as a financial and economic expert in large complex litigation, including plaintiff and defendant representation, calculation of damages, testimony in depositions, and trial testimony in state and federal courts.

MODERATOR: MATTHEW GURWIN

Shareholder, Doeren Mayhew - gurwin@doeren.com

Matt Gurwin is a Shareholder at Doeren Mayhew leading the firm's business development and strategic initiatives. Drawing upon more than 20 years of business development experience, he collaborates with the firm's professionals across all industry and technical disciplines to develop and nurture relationships with existing and potential clients, as well as the external professional community that serves them.